

For Six Month Period Ending

**30 MAR 1993**  
(Insert date)

Name of Registrant **AMTORG TRADING CORPORATION**

Registration No. **596**

Business Address of Registrant **15 W 36 St. 6 floor, N.Y., N.Y. 10018**

**I—REGISTRANT**

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

2. Explain fully all changes, if any, indicated in item 1.

Not applicable

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information:

Name **Valery M. Tsourikov**

Position **Manager**

Date Connection  
Ended

**12.31.92**

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?  
 Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
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5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?  
 Yes ☐ No ☒

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
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7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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## II—FOREIGN PRINCIPAL

(PAGE 3)

8. Has your connection with any foreign principal ended during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information:

*Name of foreign principal*

*Date of Termination*

See attached list

9. Have you acquired any new foreign principal<sup>1</sup> during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish following information:

*Name and address of foreign principal*

*Date acquired*

See attached list

10. In addition to those named in Items 8 and 9, if any, list the foreign principals<sup>1</sup> whom you continued to represent during the 6 month reporting period.

See attached list

## III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

Foster import - export between USA and Russia and other CIS countries,  
providing market research; locating buyers and sellers; structuring joint  
ventures; intermediary in negotiating contracts; related activities.

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<sup>1</sup>The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>2</sup> as defined below?  
Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No ☒

If yes, describe fully.

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<sup>2</sup>The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

## IV—FINANCIAL INFORMATION

## 14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.<sup>3</sup>

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
As per enclosure			

\$309,308.91

Total

## (b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value<sup>4</sup> other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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<sup>3</sup>A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

<sup>4</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

## 15. (a) DISBURSEMENTS—MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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As per enclosure

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Total

**15. (b) DISBURSEMENTS—THINGS OF VALUE**

During this 6 month reporting period, have you disposed of anything of value<sup>5</sup> other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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**(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS**

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value<sup>5</sup> in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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**V—POLITICAL PROPAGANDA**

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

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<sup>5</sup>Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes ☐ No ☐

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

- ☐ Radio or TV broadcasts      ☐ Magazine or newspaper articles      ☐ Motion picture films      ☐ Letters or telegrams  
☐ Advertising campaigns      ☐ Press releases      ☐ Pamphlets or other publications      ☐ Lectures or speeches  
☐ Other (specify) \_\_\_\_\_

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

- ☐ Public Officials      ☐ Newspapers      ☐ Libraries  
☐ Legislators      ☐ Editors      ☐ Educational institutions  
☐ Government agencies      ☐ Civic groups or associations      ☐ Nationality groups  
☐ Other (specify) \_\_\_\_\_

21. What language was used in this political propaganda:

- ☐ English      ☐ Other (specify) \_\_\_\_\_

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes ☐ No ☐

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☐ No ☐

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes ☐ No ☐

## VI—EXHIBITS AND ATTACHMENTS

### 25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A<sup>6</sup>      Yes ☒      No ☐  
Exhibit B<sup>7</sup>      Yes ☒      No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

<sup>6</sup>The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

<sup>7</sup>The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.



## 26. EXHIBIT C

If you have previously filed an Exhibit C<sup>8</sup>, state whether any changes therein have occurred during this 6 month reporting period. Yes ☒ No ☐

Data unknown for the new principals

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

## 27. SHORT FORM REGISTRATION STATEMENT

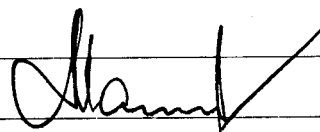
Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

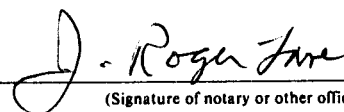


YURI M. MASHKIN

Subscribed and sworn to before me at NEW YORK, NEW YORK

this 29 day of April, 19 93

J. ROGER LANE  
Notary Public, State of New York  
No. 41-7413500  
Qualified in Queens County  
Commission Expires 2-28-95



(Signature of notary or other officer)

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SECTION  
REGISTRATION UNIT

<sup>8</sup>The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

UNITED STATES DEPARTMENT OF JUSTICE  
REGISTRATION UNIT  
CRIMINAL DIVISION  
WASHINGTON, D.C. 20530

**NOTICE**

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form CRM-154, formerly Form OBD-64-- Supplemental Statement):

Yes \_\_\_\_\_ or No X

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes X or No \_\_\_\_\_

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)



Signature

Yuri M. Mashkin

Please type or print name of signatory on the line above

President of AMTORG TRADING CORPORATION

Title

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To Item #8.

<u>Name of foreign principal</u>	<u>Date of termination</u>
1. V/O "PROMSYRIOIMPORT"	October 1992
2. V/O "SOJUZPROMEXPORT"	-"-
3. V/O "EXPORTKHLEB"	-"-
4. V/O "TECHNOEXPORT"	-"-
5. V/O "TECHSNABEXPORT"	November, 1992
6. V/O "ALMAZJUVELIREXPORT"	-"-
7. V/O "VNESHPOSYLTORG"	-"-
8. V/O "PROMEXPORT"	December, 1992
9. V/O "STROJDORMASHEXPORT"	-"-
10. V/O "SKOTOIMPORT"	-"-
11. All union research institute for organic synthesis	-"-
12. Moscow industrial union for diamond tools production	January, 1993
13. Moscow fat processing plant	-"-
14. Riga cardboard factory	-"-

ADDENDUM TO ITEM #9  
(Section II)

1. SPECELECTROMONTAZCH (Moscow, Russia).....12.31.1992
2. PUBLIEXPO (Moscow, Russia).....12.15.1992

To Items #10

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<u>Name of foreign principal</u>	<u>Principal's address</u>
1. V/O "MACHINOIMPORT"	Moscow, Russia
2. V/O "TECHNOPROMIMPORT"	-"-
3. V/O "RAZNOIMPORT"	-"-
4. V/O "TECHMASHIMPORT"	-"-
5. V/O "AVIAEXPORT"	-"-
6. V/O "SOJUZKOOPVNESHTORG"	-"-
7. P/O "KWARTZSAMOTSVETY"	-"-
8. "INVENTIVE MASHINE LABORATORY"	Minsk, Byelorussia
9. "VNESHSTROYKOMPLEX"	Moscow, Russia
10. Multibranch Business Association "ELEM"	Karaganda, Kazakhstan
11. VPO "SOJUZELECTROSETISOLYATSYA"	Moscow, Russia

SCHEDULE TO ITEM 14 (A)

January 05,93	Publiexpo	For seminar	7000.00
January 19,93	Publiexpo	For seminar	4000.00
January 22,93	Publiexpo	For seminar	3350.00
February 25,93	Publiexpo	For seminar	3600.00
March 03,93	Publiexpo	For seminar	3600.00
March 04,93	Publiexpo	For seminar	5300.00
March 12,93	Publiexpo	For seminar	6483.20
March 17,93	Publiexpo	For seminar	16017.00
February 11,93	Promstroybank	For specialists	7000.00
March 30,93	Obzhemashexport	For exhibition	1485.00
		ECETEX, Inc. (New York, Nov.1993)	
March 01,93	Raznoimport	Payment for the goods	214493.71
March 10,93	"Avtor"	Payment for the goods	16300.00
March 18,93	"Avtor"	Payment for the goods	20680.00
		<hr/> Total	309308.91

SCHEDULE TO ITEM 15 (A-1)

Promstroybank

February 16, 93	Leo's International Travel Agency	Travel	2732.00
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March 30, 93	Embassy suites	Lodging	3137.41
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Publiexpo

January 05, 93	Aeroflot	Travel	7536.00
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January 16, 93	Marriott Hotel	Lodging	6232.80
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January 16, 93	Specialists	Living expenses	19700.00
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March 02, 93	Aeroflot	Travel	4168.00
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March 07, 93	Marriott Hotel	Lodging	3116.40
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March 16, 93	Specialists	Living expenses	18575.00
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Total	65197.61
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SCHEDULE TO ITEM 15 (A-2)

Enver

January 27,93	Transfer to Moscow	5000.00
February 10,93	Transfer to Moscow	470.00

Publiexpo

January 21,93	Transfer to Moscow	3500.00
February 22,93	Transfer to Moscow	3400.00
March 19,93	Transfer to Southern Africa	16017.00
March 19,93	Transfer to Southern Africa	6483.20

Avtor

March 22,93	Transfer to Singapore	27258.00
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Total	62128.20
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## АГЕНТСКОЕ СОГЛАШЕНИЕ

Настоящее Агентское соглашение, именуемое в дальнейшем "Соглашение", заключено 29 декабря 1992 г. между

Трестом "СПЕЦЭЛЕКТРОМОНТАЖ"

именуемым (ой) в дальнейшем "Принципал", с одной стороны, и корпорацией "Амторг Трейдинг Корпорейшн", именуемой в дальнейшем "Агент", с другой стороны, о нижеследующем:

1. Принципал назначает Агента своим агентом на территории США.

2. Агент обязуется по запросам Принципала оказывать ему следующие коммерческие услуги:

- а) подыскивать покупателей и продавцов товаров и услуг номенклатуры Принципала;
- б) вести с покупателями и продавцами таких товаров или услуг переговоры об условиях контрактов;
- в) подготавливать и заключать от имени, по поручению и за счет Принципала контракты купли-продажи и другие договоры;
- г) оказывать необходимую помощь в исполнении заключенных контрактов и информировать Принципала о ходе их выполнения;
- д) оказывать в случае необходимости содействие Принципалу в транспортно-экспедиторской обработке экспортно-импортных грузов;
- е) инкассировать в американских банках чеки, получаемые в соответствии с условиями внешнеторговых сделок и переводить полученные средства Принципалу;
- ж) оказывать содействие участию Принципала в зарубежных выставках, ярмарках, симпозиумах, семинарах (непосредственное участие в этих мероприятиях оплачивается Принципалом);
- з) направлять Принципалу каталоги, проспекты и другие рекламные материалы по номенклатуре товаров и услуг Принципала;

- и) представлять Принципалу ежеквартальные отчеты о произведенных за счет Принципала расходах;
- к) оказывать содействие в урегулировании претензий, возникающих между Принципалом и его контр-агентом по контрактам;
- л) организовывать и контролировать по просьбе Принципала выполнение его специалистами порученных им заданий;
- м) осуществлять расчеты за отдельные товары и услуги для Принципала, а также производить платежи, связанные с расходами по командировкам представителей и специалистов Принципала;
- н) в соответствии с Прейскурантом услуг, являющимся неотъемлемой частью настоящего Соглашения, встречать и провожать в аэропортах г. Нью-Йорка прибывающих в США представителей Принципала, резервировать им номера в гостинице, обеспечивать их транспортное обслуживание в г. Нью-Йорке и в пределах двадцатипятимильной зоны за пределами г. Нью-Йорка, оказывать содействие в приобретении билетов на различные виды транспорта и резервации номеров в гостиницах при поездках этих представителей по территории США (оплата стоимости транспортных билетов и проживания в гостиницах осуществляется за счет Принципала).
- о) по запросам Принципала и за отдельную плату по Прейскуранту информировать его о конъюнктуре товарных рынков или рынков услуг;
- п) подготавливать по просьбе Принципала справки о коммерческой и финансовой деятельности отдельных американских фирм (с оплатой по Прейскуранту);
- р) осуществлять по поручению Принципала и за его счет рекламу товаров и услуг его номенклатуры на территории США;
- с) представлять Принципала за его счет в арбитражных и судебных органах.

3. За услуги, указанные Агентом в п.2"а"- "м" Принципал уплатит Агенту до \_\_\_\_\_ 199\_ г. \_\_\_\_\_ ам.долларов, и \_\_\_\_\_ тыс.рублей, а начиная с 1 января 1993 г. будет выплачивать ежегодно до 15 января указанного года \_\_\_\_\_ ам.долларов и \_\_\_\_\_ 150 \_\_\_\_\_ тыс.рублей.

4. В случае заключения Принципалом контрактов или соглашений при посредничестве Агента Принципал обязуется дополнительно выплачивать Агенту 2 % от стоимости этих контрактов или соглашений.

5. Все платежи по настоящему Соглашению будут осуществляться Принципалом на счет Агента во Внешэкономбанке в СССР. Агент обязуется открыть на своем счете в указанном банке суб-счет Принципала. Все расчеты с этого суб-счета будут осуществляться Агентом только по указанию Принципала. Банковские проценты с указанного суб-счета будут являться собственностью Агента и будут обращены на покрытие его расходов по банковским операциям с этого суб-счета.

6. Принципал обязуется:

- а) извещать Агента о всех контрактах, заключенных им с фирмами США либо других странах в отношении деятельности Принципала на американском рынке;
- б) регулярно направлять Агенту информацию о количествах и видах товаров, планируемых для продаж на территории, оговоренной в п.1, а также рекламные материалы, технические описания и, при необходимости, образцы этих товаров;
- в) заблаговременно переводить Агенту на его счет во Внешэкономбанке СССР средства, необходимые на покрытие расходов Агента в связи с выполнением поручений Принципала, а также расходов, связанных с командированием в США представителей и специалистов Принципала (при неполучении своевременно указанных сумм Агент вправе отказаться от выполнения поручений Принципала).

7. Стороны примут все необходимые меры для урегулирования возникающих между ними споров мирным путем. Если стороны не придут

к согласию мирным путем, то споры или разногласия, могущие возникнуть из Соглашения или в связи с ним, подлежат, с исключением подсудности каким-либо судам, разрешению в арбитражном порядке в Москве во Внешне-торговом арбитражном суде при Торгово-промышленной палате СССР в соответствии с правилами о производстве дел в этом суде. Решение арбитража является окончательным и обязательным для обеих сторон.

8. Соглашение вступает в силу с даты его подписания и действует до конца текущего календарного года. Если не менее, чем за 30 дней до истечения срока действия Соглашения ни одна из сторон письменно не заявит о своем намерении прекратить действие Соглашения или изменить отдельные его условия, то Соглашение автоматически продлевается на следующий календарный год.

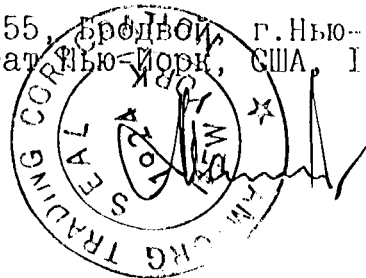
9. Настоящее Соглашение подписано в Москве в двух экземплярах каждый на русском и английском языках, по одному экземпляру для каждой стороны, причем оба текста имеют одинаковую юридическую силу.

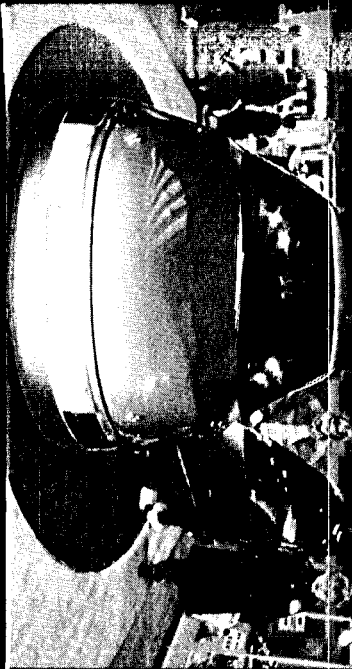
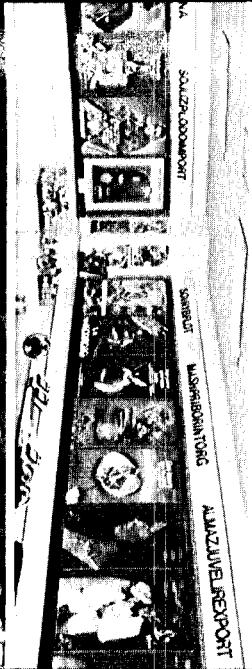
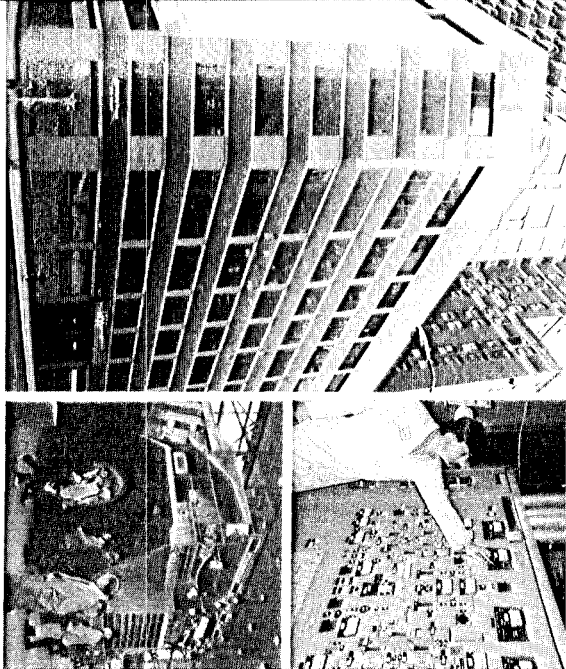
10. Юридические адреса сторон:

Трест СПЕЦЭЛЕКТРОМОНТАЖ  
123308 г.Москва  
Проспект Маршала Жукова 2



"АМТОРГ" ТРЕЙДИНГ КОРПОРЕЙШН  
1755, Бродвей, г. Нью-Йорк,  
Штат Нью-Йорк, США, 10019





## WHO WE ARE ...

Amvorg Trading Corporation, founded in 1924, has continually played an active role in Soviet-American trade.

Up until the mid-1930's, Amvorg was the only link available for business contacts. By 1930, Amvorg was purchasing approximately 25% of all U.S. exports of agricultural machinery and equipment.

During World War II, Amvorg was actively involved in the fulfillment of the Lend-Lease Agreement, which played an important role in the joint struggle against Fascism.

Although trade between the U.S.S.R. and U.S.A. declined in the immediate post-war years, Amvorg continued to maintain its U.S. business contacts.

It was not until the late 1960's that Soviet-American business contacts began to expand once again, with Amvorg playing a major role in this endeavor.

In the 1970's and 1980's, with the rapid development of Soviet-American trade relations, Amvorg once again served as the best liaison office between U.S. companies and Soviet enterprises.

## OVERVIEW

At the present time in the U.S.S.R., the national economy is undergoing a transformation (perestroika) which is radically changing the structure of the foreign economic complex. An idea has now become the reality: The one who manufactures is the one who sells.

Amvorg is reorganizing its work structure by becoming involved with an even greater number of Soviet enterprises, organizations and American firms. Acting upon the various assignments given, Amvorg is concluding export/import contracts, as well as becoming actively involved in other transactions which lend themselves to the further development of trade and cooperation.

Today mutual trade encompasses a wide range of products, — from machinery and equipment, raw materials, semi-finished goods and agricultural products, — to furs and jewelry items. It is important to mention that in the U.S., Soviet licenses have brought about the development of jointly-held firms that will both utilize and gain from the licensed technology. However, we have even greater opportunities available as the volume of trade increases, including the application of assorted trade/economic collaboration.

There is a wide range of possibilities for Amvorg, owing to those Soviet manufacturers who have the capabilities of carrying out business ties with American companies, in practically all fields, including: machine-building, the chemical and petrochemical industries, instrument-making, the agro-industrial complex, as well as other services.

With a highly trained, experienced and qualified staff, Amvorg will provide the necessary support in making direct ties and contacts between Soviet enterprises and American business partners a reality.

No other organization knows the Soviet market like Amvorg. And for this reason, it is important to realize that Amvorg is the provider of support services necessary in joint U.S.S.R.-U.S. trade.

## WHAT WE CAN DO...

- ★ Assist U.S. companies in establishing business ties with Soviet partners.
- ★ Assist U.S. companies in negotiating and concluding export/import transactions with Soviet partners.
- ★ Finalize import/export transactions with U.S. companies for and on behalf of Soviet enterprises and foreign trade organizations.
- ★ Supervise and arrange for visits of American businessmen to the U.S.S.R.
- ★ Assist in the installation and servicing of Soviet machinery and equipment delivered to U.S. customers.
- ★ Assist U.S. companies in the sales and promotion of Soviet goods in the U.S. market.
- ★ Provide primary market research and analysis of goods for export to the U.S., and the import of products to the U.S.S.R.
- ★ Maintain a showroom, where U.S. companies can learn about the opportunities of various Soviet products, view assorted advertising films, and order catalogs and brochures covering Soviet goods.
- ★ Provide other assorted services, at the request of an American partner, aimed at widening U.S.S.R.-U.S. trade and economic expansion.